

America's Small Business Resource

U.S. Small Business Administration Office of Veterans Business Development

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For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- Phone: 1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: answerdesk@sba.gov
- TDD: 704-344-6640
- Your rights to regulatory fairness: 1-800-REG-FAIR
- SBA Home Page: <http://www.sba.gov>

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

NATIONAL VETERANS BUSINESS DEVELOPMENT CORPORATION

Eight of the nine-member corporation was named by former President Clinton. Recently, the last few weeks, Duggins and Klugh were named as members seven and eight.

On November 2, 2000, former President Clinton announced his intention to appoint George C. Duggins to serve as a member of the National Veterans Business Development Corporation. Duggins, of Chesapeake, Va., is currently employed as a computer systems engineer at ValueOptions; the largest privately held managed behavioral healthcare company in the United States. He is also the National President of Vietnam Veterans of America. In that role, he has been the Chief Executive Officer responsible for financial and operational aspects. Duggins has also served the Vietnam Veterans of America as vice president and as chairman of the Membership, Credentials, Convention, Scholarship, and Minority Affairs Committees. In 1996, he was a member of an official U.S. delegation sent to Vietnam, Laos, and Cambodia by former President Clinton to investigate the POW/MIA issue. Duggins is the past chair of the City of Chesapeake's Mayor's Committee on Veterans Affairs and is chairman of the Board of Trustees at Metropolitan African Methodist Episcopal (A.M.E.) Zion Church. He also served on the Citizens Advisory Board of Nova Chemicals and the Aeolin Club. Duggins received an A.A.S. in computer technology from Tidewater Community College. Then, on December 18, Clinton announced his intent to appoint Ret. Major General James R. Klugh, U.S.A. (Ret.) to serve as a member of the National Veterans Business Development Corporation. Klugh, of

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SBA'S ILLINOIS DISTRICT OFFICE VAO MAKING INROADS...

On the map for veteran's services is the Illinois District Office where our veterans are receiving exceptional service to guide them in their business enterprises and start-ups. Steve Konkle, the veteran's affairs officer there, is driving the effort with a multifaceted plan. It started back in 1999 when Konkle became the VAO. Steve is serious about doing a good job for veterans. Konkle started with the SBA in 1985. In that time, he has worked in the Portfolio Management Division, the Entrepreneurial Development Division of the Illinois District Office. Presently, he is an Economic Development Specialist in the Finance Division. In January 1999, Steve was appointed Veterans Affairs Officer for the Illinois District Office. After his selection, he drafted a marketing plan to reach the veteran population within the district office service area and the results of that plan were and continue to be far reaching in that the Illinois District Office has been established as a resource partner for veterans. Because of his efforts, the Chicago SCORE chapter now conducts pre-business workshops at Great Lakes Naval Training Center for personnel ready to be discharged. SCORE makes available SBA outreach literature to all base personnel and provides a point-of-sale display of SBA material on base in a reception area. In cooperation with the Chicago field offices of the U.S. Department of Veterans Affairs, the Department of Labor, the Social Security Administration, the Illinois Department of Veterans Affairs, the Illinois Department of Commerce and Community Affairs, and the Chicago SCORE chapter, the Illinois Veterans Partnership Council was organized. This group meets regularly to share program information, plan joint outreach events, and provide mutual assistance in the delivery of

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National Veterans Business Development Corp *continued from page 1.*

Fairfax Station, Va., is President of Executive Security and Engineering Technologies, Inc. Under his leadership, ESET has achieved success across the spectrum of information technology, distance learning, and telecommunications. Previously, Klugh was Deputy Undersecretary of Defense for Logistics, the senior logistics policy and management position in the Department of Defense. Klugh served more than 30 years in the military, where he managed the U.S. Army's Chemical, Research, Engineering, and Development Laboratories, which are responsible for chemical and biological, defense systems. He also managed the Army Logistics Management College, where he developed curricula and methods to educate the military department's logistics research and development engineering candidates. During his military career, Klugh also was responsible for staff supervision, direction and policy formulation for personnel management, training, and education, career management and development, and law enforcement and security for 10,000 military and 100,000 civilian personnel. He also managed the coordination, accessions, distribution and professional development of 110,000 U.S. Army military officers and warrant officers. Klugh received his BS in chemistry from South Carolina State University and his MS in public administration from Shippensburg State College, Pa. In August 1999, Public Law 106-500 created the corporation. This law also created the position of the Associate Administrator for Veterans Business Development at the SBA. This position, now occupied by William Elmore, is the SBA representative appointed by the Administrator to serve on the Board of the Corporation. The Corporation is charged with the responsibility of expanding the provision of and improving access to technical assistance regarding entrepreneurship for the veterans of the Nation.

Illinois District Office VAO **continued from page 1.**

each agency's programs. There is SBA marketing literature in the reception areas of each of these agencies. A service provider's kit consisting of a copy of the current issue of the Illinois Small Business Resource Guide, and a cover letter explaining its use as a counseling tool is distributed to each VetCenter, each Illinois Department of Veterans Affairs service office, and the Veterans Assistance Commission office in each Illinois County. It is also sent to each Illinois Department of Employment Security Office, and the Illinois field offices of most of the national veteran's service organizations.

The standard start-up kit used by the Illinois District Office is modified to include material on Pre-Qual, PRO-Net, and the Special Considerations page from SOP 50-10, when the inquirer provides veteran status. Steve, keep on hitting those home runs! We are very interested in the work of our Veteran Affairs Officers – keep those stories coming in. It is our desire to share your stories with all the SBA VAOs – send them to audrey.moore@sba.gov so that we may share your best practices.

OUTREACH

Request for Proposals

OVD is seeking proposals from profit and not-for-profit organizations capable of providing entrepreneurial assistance to veteran entrepreneurs. Ideally, such organizations will have demonstrable experience in providing entrepreneurial development assistance specifically to veterans, including service-disabled veterans. As a part of the proposal, organizations will be required to provide evidence of need for such services in their geographical areas of operation.

Veterans Business Outreach Center

Just for your information – the SBA Office of Veterans Business Development funds four entities providing counseling, training, mentoring, and loan packaging assistance to service-disabled veterans and veteran entrepreneurs. Contact them using the websites below:

New York VBOP –
<http://www.nyssbdc.org/help/programs/programs.html>

Texas VBOP –
<http://coserve1.panam.edu/vboc>

Virginia VBOP - <http://tepconsulting.com>

Florida VBOP - <http://www.vboc.org/>

THE WORLD WIDE WEB OFFERS MANY PROCUREMENT OPPORTUNITIES

If you have been holding off buying that computer, make a resolution this year to get one. In response to many calls about where

to get contracting information, here is a brief list of federal opportunities to access via your computer. Visit the sites below and also click on the documents listed to find representatives throughout the United States who can assist you with prime and subcontracting government opportunities. You can also use this information to identify and speak with the small and disadvantaged business utilization office employees.

General Services Administration:

www.fss.gsa.gov/fssServices.cfm

Defense Supply Service – Washington:

<http://eiss-im.army.pentagon.mil/dssw/>

Federal Business Opportunities:

www.eps.gov/

Government Acquisition Contracts:

www.arnet.gov/FedBusOpps/

Office of Small and Disadvantaged Business Utilization:

<http://www.sba.gov/GC/osdbu.html>



Valentine's Day is customarily a day to acknowledge those you love. The Department of Veterans Affairs designated Feb 14 as "No Greater Love Day and the Opening of the Center for Veterans Enterprise, whose mission is to promote prime and subcontracting opportunities for veteran-owned businesses. Attending the CVE opening were some heavy names in the veteran community – the Honorable Lane Evans (D-IL) Ranking Member of the House Veterans Affairs Committee, the Honorable Jack Quinn (R-NY) also from the House Veterans Affairs Committee. The Honorable Anthony Principi, Secretary of VA, Craig Hartzell, Board Member serving on the National Veterans Business Development Corporation and the Honorable Bill Elmore, Associate Administrator for Veterans Business Development at SBA were but a few of the cast of veteran celebrities. Elmore was surprised with the "honorable" prefixing his name on the program, and perhaps because of it gave a rousing speech on SBA initiatives for veterans. The highlight, other than the ceremonial

THREE PERCENT PROCUREMENT GOAL

SBA's Reauthorization Act for 2000, Title VIII, Section 803 amended Section 8(d) and 10(b) of the Small Business Act are to clarify subcontracting preferences for Veterans. Here is a summary of the Section 803 revisions:

The General Statement of Agency Policy, Section 8(d)(1). "Small business concerns owned and controlled by veterans" was added to the list of small businesses to clarify that both veteran owned and service-disabled owned small businesses were to be afforded maximum practicable opportunity to participate in the performance of contracts and subcontracts let by any federal agency.

Section 8(d)(3) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the list of small businesses to be afforded maximum practicable opportunity to participate as subcontractors in all contracts exceeding \$100,000. This statutory requirement is promulgated in Federal Acquisition Regulation (FAR) clause 52.219-8.

Section 8(d)(3)(F) of the Act was amended to allow contractors acting in good faith to rely on the written representation of their subcontractors regarding their status as "small business concerns owned and controlled by service-disabled veterans."

Section 8(d)(4)(D) of the Act was amended to require the procurement authority to negotiate a subcontracting plan that provides maximum practicable opportunity, for "small business concerns owned and controlled by service-disabled veterans" along with other identified small businesses in the subcontracting plan of the apparent successful offeror. Separate subcontracting opportunities are to be identified for "small business concerns owned and controlled by service-disabled veterans" and small business concerns owned and controlled by veterans." Note: Subcontracting plans are required for all contracts exceeding \$500,000 (\$1,000,000 for construction) and is promulgated in FAR clause 52.219-9.

Section 8(d)(4)(E) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the list of other identified small business concerns for incentive subcontracting.

Section 8(d)(6)(A) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the requirement for each subcontracting plan to include percentage goals for the utilization of identified small businesses.

Section 8(d)(6)(C) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the requirement that a subcontracting plan contain a description of the efforts the offeror or bidder will take to assure that the identified small businesses will have an equitable opportunity to compete for subcontracts.

Section 8(d)(6)(F) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the record keeping requirement placed on prime contractors having subcontracting plans, for source lists and the efforts to identify and award subcontracts to small businesses identified in this provision.

Section 8(d)(10)(B) of the Act. "Small business concerns owned and controlled by service-disabled veterans" was added to the provision which authorizes the Administrator to review any solicitation for any contract incorporating a subcontracting plan requirement to determine the maximum practicable opportunity for subcontracts to small business. The SBA point of contact for more information is Robert Max – email Robert.Max@sba.gov or call 202-205-7321.

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ribbon cutting was the National Anthem and other musical tributes sung by baritone Wayne Miller of the Silver Spring Vet Center. You may contact CVE at 202 565-8336 or call toll-free 866 585-2344 or email at www.VETBIZ.gov.

Veteran Business Owners and Others: *Interested in receiving this publication? Send your email address to audrey.moore@sba.gov and we will include you in our next cyberdelivery.*

THE WRITE STUFF

The General's Daughter, Thirteen Days, U571, Men of Honor, Rules of Engagement...what do the movies have to do with *The General*, *The Passenger*? Glad you asked. Before there is a movie, there is a book, script, and some written story line. Patrick Davis' first book "The General" was published in 1998 selling 350,000 copies – not bad for a first time writer. In 1999, his second book "The Passenger" was published. It hit big too. How did he do it? Davis – a 13-year Air Force major, furloughed from a commercial airline job in 1993, filled the time by writing. He has become a nationally known writer. This veteran's success was the result of hard work – English was never his major in school but when he began writing, that changed. He toiled over five years getting the basics of writing and storytelling before his first book was ever published. Davis, who resides in Texas with his family, experienced what many veterans experience entering the civilian world – discovering a niche. We have heard this story many times and it is people like Davis who shine a light of encouragement for our veterans.



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